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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary

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VOL. XCVIII.

NEW YORK, AUGUST 7, 1920

No. 6

KATHLEEN NORRIS'

"Harriet and the Piper"

*Her Biggest
Yet!*

*—and with a
happy ending.*

DOUBLEDAY, PAGE & CO., Inc.
GARDEN CITY NEW YORK





This Display Sold 364 Books in 3 Days

It was shown in the Fifth Avenue window of Brentano's famous New York store. Not only did it result in the sale of 364 copies of these new Kleiser's "Pocket Guides to Public Speaking," but many other business books were purchased by customers who were drawn into the store by the display.

GRENVILLE KLEISER'S TEN NEW "Pocket Guides to Public Speaking"

have just been published. Each volume is complete in itself. They are bound in green cloth, with attractive "jackets," and are popularly priced at \$1.00, net, each. They do not conflict with any of Mr. Kleiser's former writings, but are right up-to-the-minute.

With a red hot political campaign in progress these new Kleiser books on Public Speaking are selling like "hot cakes."

The titles of these new books are:

SUCCESSFUL METHODS OF PUBLIC SPEAKING
IMPROMPTU SPEECHES—HOW TO MAKE THEM
WORD POWER—HOW TO DEVELOP IT
HOW TO SPEAK WITHOUT NOTES
SOMETHING TO SAY AND HOW TO SAY IT

HOW TO SELL THROUGH SPEECH
CHRIST—THE MASTER SPEAKER
VITAL ENGLISH
MODEL SPEECHES FOR PRACTISE
THE TRAINING OF A PUBLIC SPEAKER

FREE WINDOW DISPLAY

With each dealer's order for fifty or more volumes, we will furnish, free of charge, the thirteen colored cards comprising the window display. There is a large cut-out picture, forming the background; two text panels on either side of it; and one small display card for each book. Each card contains a direct selling message to the man in the street. These books sell not only as literature but as merchandise. The display can be used as one unit or individual cards can be utilized in windows, on counters, or shelves with great effectiveness.

A NATIONAL ADVERTISING CAMPAIGN

will be conducted for these books in *The Literary Digest* and other magazines, in newspapers, and through circularizing—all of which will benefit the bookseller immensely.

Send in your order now, and cash in on this sales campaign.

FUNK & WAGNALLS COMPANY, 354-360 Fourth Ave., New York, N. Y.

SECOND LARGE EDITION ON PRESS!

*The Best Detective Novel of the Year!***THE HAND IN THE DARK****By ARTHUR J. REES***Author of "The Shrieking Pit," etc.*

382 Pages. Cloth, \$2.00

Read What the New York Times Said:-

SOMEBODY ought to tell President Wilson about Mr. Rees's "The Hand in the Dark." Still, as he generally discovers for himself, perhaps by instinct, the best detective stories, it is unlikely that he will be long in finding this one, and getting out of it the relaxation and enjoyment which such tales afford him. And if he read, as he probably did, Mr. Rees's previous novel, "The Shrieking Pit," it goes without saying that he will reach out for "The Hand in the Dark" as soon as he hears about it. For the author of these two novels has put himself by their means into the first rank of the writers of detective stories.

**JUST PUBLISHED—AND SELLING!***A Realistic Romance***TEMPERAMENT****A ROMANCE OF HERO WORSHIP****By DOLF WYLLARDE***Author of "The Holiday Husband," "The Story of Eden," "Exile," etc.*

394 Pages. Cloth, \$2.00

Instinct opposed by a conventional upbringing forms the basis of this absorbing love story, which provides not only much enjoyment but food for thought as well.

*An Absorbing Love Story***THE BREATHLESS MOMENT****By MURIEL HINE***Author of "The Hidden Valley," etc.*

332 Pages. Cloth, \$2.00

A "phantom husband," a world-defying heroine and an unexpected climax render this modern romance of courage, honor and love one of the season's most engaging novels.

COMING AUGUST 14th*A Dashing Romance by the Author of "If I Were King"***HENRY ELIZABETH****By JUSTIN HUNTLY McCARTHY***Jacket in Full Colors. Cloth, \$2.00*

The spacious days of Good Queen Bess form an ideal background for Mr. McCarthy's new romance, but it is essentially a story of love, adventure and struggle and will appeal to all admirers of good fiction well told.

JOHN LANE COMPANY Publishers NEW YORK

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Do you realize that

**Catherine Carswell's
OPEN THE DOOR!**

is "far and away the best of recent first novels, indeed, in a class by itself."—

N. Y. Evening Post

3rd printing. \$2.00

Do you know that



**Margaret Widdemer's
I'VE MARRIED MARJORIE**

is an unusual novel about a war bride and is just ready.

By the author of "The Rose Garden Husband." \$1.75

And what about Einstein?

We are printing the 3rd edition of

**Edwin E. Slosson's
EASY LESSONS IN EINSTEIN**

A Discussion of the More Intelligible Features of the Theory
of Relativity. \$1.35

Part of the reason is

P. M. H., New York: Having just finished with delight and laughter E. E. Slosson's "Easy Lessons in Einstein." I cannot help wondering whether a volume so entertaining can possibly be intended for a serious effort at elucidating problems, or merely takes advantage of the opportunity afforded by the apparent preposterous improbability of Einstein's hypothesis to increase the gayety of nations. Can you enlighten me?

YES, and again yes; the book is perfectly sound and just as scientific, just as accurate, as mathematical and

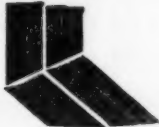
philosophical as if it were not so funny. It is possible for this book to be read aloud by one who knows all or approximately all about the subject and one who knows nothing about it, either to the other, and both will have a beautiful and satisfactory time. I know because I took part in such a combination, not saying which one I was. Yes, you are safe to believe in "Easy Lessons in Einstein." —*Correspondence to The Readers' Guide, New York Evening Post.*

HARCOURT, BRACE and HOWE, 1 West 47th St
New York



BASIL KING'S

big new novel



carries on that high tradition set by "The Inner Shrine," "The Lifted Veil," "The City of Comrades," and all those other books of his, with their convincing portrayals of life, and their searching studies of problems of the human soul. In an unusual way it combines the elements of successful fiction, striking plot and interesting characters—with the substance of ideas that stir the mind.

Coming August 26th

this story of the telepathy of hearts. A young man wakes on a steamer in mid-ocean. He does not know who he is, where he is going. He has a little money, some second-rate clothes, and is registered as "Jasper Soames." An instinctive sense of superiority, an unreasoned feeling that there is money, a home and "a pair of flaming eyes" somewhere in the direction in which he is being borne—these are the only links he can forge with his past. Then he meets Miss Averill—but at the edge of his consciousness hovers a warning that this developing friendship cannot be That is the beginning. A mystery develops, and a unique domestic situation in which "Soames" and his new-found wife try to bridge the gulf of three years' separation with silence. It is a searching novel that will take the public by storm. Advance orders should be sent in now. Illustrated. Post 8vo. Cloth, \$2.00.



THE THREAD OF FLAME



Est. 1817 HARPER & BROTHERS New York

NEW PUBLICATIONS FOR AUTUMN

READY AUGUST 21ST

*A new mystery story by one of the authors of
"The Indian Drum" and "The Blind Man's Eyes"*

RESURRECTION ROCK

By EDWIN BALMER

This outdoor story of adventure, mystery and surprise, with its scenes laid in the Michigan woods, on Lake Huron and in Chicago, is unfolded with all the skill and suspense that made "The Indian Drum" one of the most popular novels of 1917-18—a book that has sold more than 75,000 copies.

Frontispiece. \$1.90 net.

A new novel by the author of "The Harbor Road"

THE WALL BETWEEN

By SARA WARE BASSETT

While "The Wall Between" portrays people of a different type than those in Miss Bassett's gallery of well-known Cape Cod characters, we believe that novel readers will find keen enjoyment in this tale of the New Hampshire hills, woven around a love story and a family feud.

Frontispiece. \$1.90 net.

A lively story of ranch life on the Texas plains

MIDNIGHT OF THE RANGES

By GEORGE GILBERT

"Midnight of the Ranges" will be sure to take high rank with the Western novels of the year. Gilbert's tale strikes deep into the romance and the realism of those earlier days in the West when men made light of life and law, but rode hard and shot straight. There is a wild horse, a wilder rider, a young Diana of the ranges, and a parcel of rogues. Frontispiece. \$1.75 net.

"Quite the best cowboy story since 'The Virginian!'"

CURLY: A Tale of the Arizona Desert

By ROGER POCOCK

"Quite the best cowboy story since 'The Virginian'," to quote from a review in *The Outlook* of this remarkable story, first published in 1905. Now that Western adventure stories are in greater demand than ever before, this new edition will undoubtedly find many readers.

Frontispiece. \$1.75 net.

LITTLE, BROWN & COMPANY, Publishers, BOSTON

ON SEPTEMBER 10th.

A Full Length Novel by
SIR GILBERT PARKER

NO DEFENCE

"NO DEFENCE" is PARKER at his strongest—it will take high place as one of the really great romances. SIR GILBERT is one of the World's Master Story Tellers, and this is one of his finest tales.

What is the secret of Sir Gilbert Parker's popularity? In our humble opinion it is the fine big view he takes of life and his faith in the underlying heroism and goodness of humanity. His novels lift one over the barriers of narrow provincialism, and in them we see life, vibrant and heroic, reaching ever to higher things. In addition, his stories have a powerful and dramatic sweep of action that is irresistible.

We are convinced that "No Defence" is a novel of great possibilities and can be made to out sell any previous PARKER novel. We have planned a large advertising campaign and are open to any co-operative offer. Send in your suggestions—Let us build together for a Big Fall Season.

J. B. LIPPINCOTT COMPANY
PHILADELPHIA

AIDS TO BOOKSELLING

The Bookshelf for Boys and Girls

Third revised edition

Ready October 1.

For the bookseller's use especially during Children's Book Week (Nov. 15-20)

A 48 page catalog of the best children's books of all publishers. Edited by leading authorities on children's reading. Contains no publisher's advertising. Imprinted for the bookseller and sold in quantity lots at cost price.

Religious Bookshelf

A concise guide to ethical, social and religious literature.

Ready October 1.

Edited by **HAROLD B. HUNTING**

Manager, Religious Book Shop, New York City

A 32 page envelope enclosure Book Bulletin. Contains a carefully selected list of the best recent publications of all publishers in this field. Can be mailed with letter, bill or statement without extra postage cost. An economical advertising medium for the religious book dealer. Imprint quantity lots at fractional cost price.

Books on Business

Second Edition—Ready October 1.

Edited by

MISS RUBY LEY

A 32 page envelope enclosure catalog, listing and describing for the business book buyer the latest and best business books. Send for prices on imprint quantities.

Books of the Month

Published Every Month

The individual catalog of more than 240 dealers.

A classified descriptive catalog, listing and presenting for the bookseller and his customers each month's output of the most attractive and valuable books of all American Publishers. Supplied to Booksellers in quantity as desired with imprint on front cover.

PUBLISHED BY

R. R. BOWKER CO., 62 West 45th St., NEW YORK

Find X

WHEN you help a man get the right business book he feels just as grateful to you as if you'd gone out of your way to save him time, trouble or mistakes.

That man will be back to see you when he gets another problem.

In the average business there are new problems every day
Figure it out for yourself.

The Ronald Press Company

 Publishes Books on

ACCOUNTING
ADVERTISING
BUSINESS LAW
CREDIT
COLLECTIONS
FINANCE
CORRESPONDENCE
ORGANIZATION
MANAGEMENT
RETAILING
SALESMANSHIP
FOREIGN TRADE



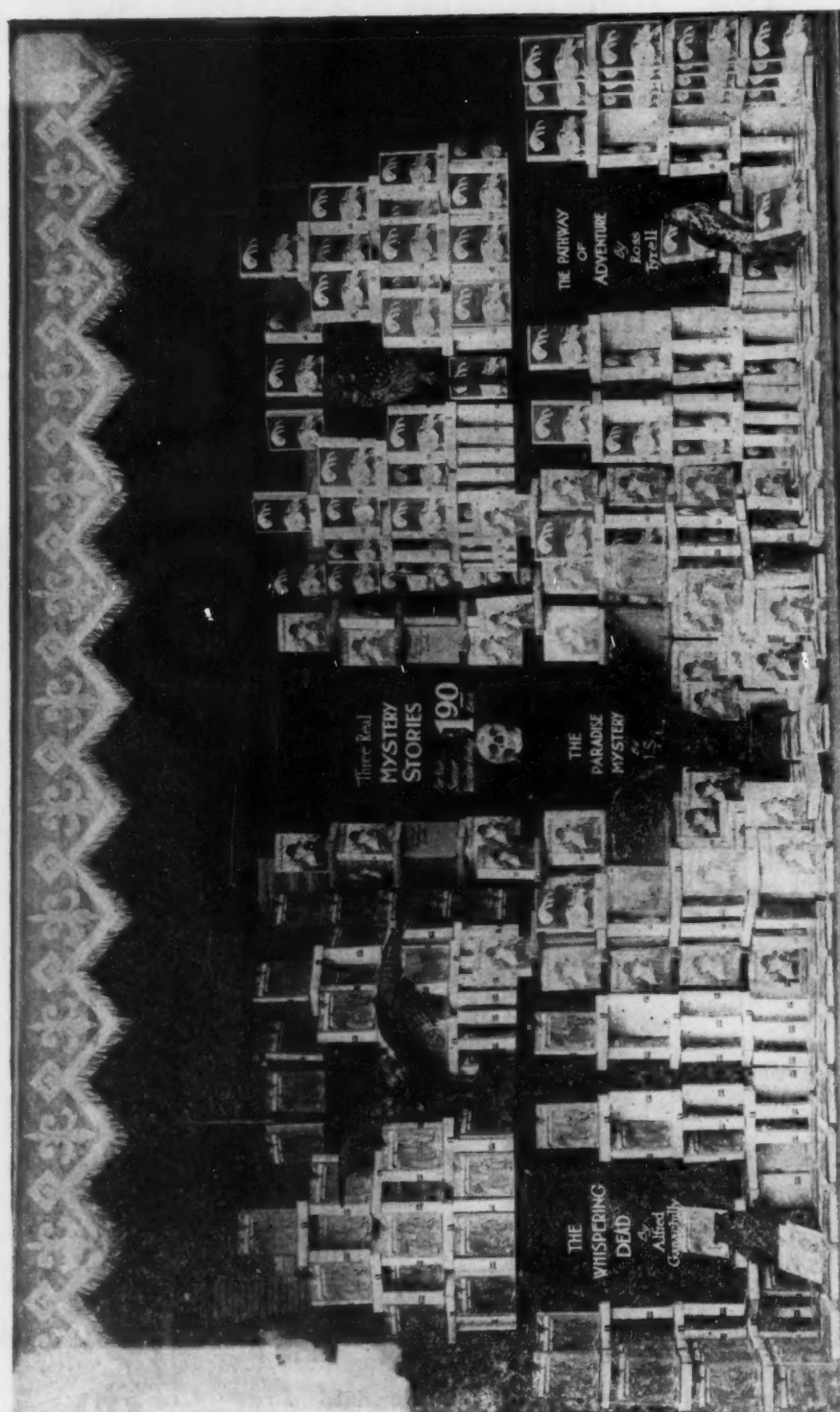
The Ronald Press Company
20 Vesey Street New York

ALFRED A. KNOPF



220 W. 42 St., New York

*What Brentano's Washington store did for
three of the latest Borzoi mystery stories*



The books are:

1. *THE PARADISE MYSTERY* by J. S. Fletcher
2. *THE WHISPERING DEAD* by Alfred Ganachilly
3. *THE PATHWAY OF ADVENTURE* by Ross Tyrell

Cloth bindings; picture jackets in colors; \$2.00 net each

Borzoi mystery stories have been consistently successful. About ten are now ready. Are you getting your share of this business? Write for special terms on assorted lots.

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

August 7, 1920

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Co-operative Advertising Campaign Develops

AS the plans for the national advertising of books clarify in the minds of the committee at work, and as discussion and comment come in from the trade, it becomes more and more apparent that the book-trade, as a whole, is thoroly imbued with the idea that on some such basis as this a wide new public will be interested in reading. Expert advertising men who have passed on the matter unmistakably think that few products so splendidly lend themselves to a broad suggestive campaign as do books, and it is evident that the writing of the copy will be handled with an enthusiasm that will carry conviction. Within a short time the concrete plans for special slogans, styles of advertisements, specimen copy, etc., will be laid before the committee for further discussion and development.

In the meantime, the plans for assuring the funds are carefully going forward. From the beginning one of the strong assets of this undertaking has been the fact that the initiative was taken by the retailers. It was at their Convention that the interest started, and it was thru a committee developed by President Herr of the American Booksellers' Association that the plans have been worked up. The booksellers have felt from the start that this kind of advertising was going to bring concrete results to them, and their interest in it has been paramount in interesting the publishers.

In order that the retailers may contribute to the funds in some proportion to the benefit to be received, a careful campaign has been worked out, and the retailers in charge have asked and obtained the co-operation of the traveling men to supply machinery for this collecting. It has been felt that the retailers' contribution should be on a pro rata basis, as has been accepted for the publishers. The

publishers will be asked to contribute two-fifths of one per cent of their total business, and the retailers one-eighth of one per cent of their total book-trade business. This would mean that a dealer doing one hundred thousand dollars' worth of book business would contribute to this national advertising campaign the sum of one hundred and twenty-five dollars, half payable on January 1st and half on March 1st; a dealer doing twenty thousand dollars' worth of business will be asked to contribute twenty-five dollars, half payable on each of the above dates, and so in proportion.

The American Booksellers' Association has offered to give a year's membership in the Association to each subscriber not already a member. A circular is to be sent out by the Booksellers' Association to every bookseller in the land, urging this subscription, and the traveling men are to follow up this circular and present the argument to each dealer who has not enlisted his co-operation by mail. There certainly ought to be few booksellers who would not contribute in such proportion to such a notable undertaking. It is customary to estimate that a healthy advertising appropriation for a bookstore is about two per cent of the sales, which would mean that one-sixteenth of a good advertising appropriation would be given to this national campaign which will bring permanent good to all. It means considerable organizing on the part of the travelers to undertake this big work, and it is to be hoped that the retailers will give every support, in order that the publishers may be spurred to carry thru their end of the undertaking fully, which will supply seventy-five to eighty per cent of the total funds.

The Wage Demands of Printers

WHEN the printing wages in New York were settled last year on the basis of \$45 a week for compositors, linotypists and pressmen, it was expected by many that another demand would be made this fall, the exact amount of which was uncertain. These demands have now been formulated by a committee of the Typographical Union, and it will be asked that the scale be for \$63 a week, an \$18 increase.

The demands are undoubtedly made on a claim that only on such a basis can good American living conditions be sustained. It will probably also be argued that these increases will not be a burden to the master

printer, but should be passed promptly to the users of job printing, magazines and books. The effect of such an increase can easily be estimated by publishers by reference to the effect of the \$9 increase which was granted last January. At that time the printers asked for \$14 and received \$9. On the present basis there are very few good workmen who are not receiving as much as \$50 a week, which means that without over-time there would be an income of \$2600. The new wage would be \$3275. Publishers will note that this matter will be now in the minds of their printers, and consultations will naturally be held on the subject. It was the understanding of the last agreement that the 44-hour week would go into effect in May, 1921, and will then be nationally recognized.

The Shelfless Library

THE plan of putting one's books into circulation without the bother of having them come back was the interesting idea put forward by W. P. Baker of the *Syracuse Post Standard*. His "Shelfless Library" as described in the PUBLISHERS' WEEKLY of July 17th has attracted a good deal of comment.

Some in the book-trade have questioned whether this would not hurt the sale of books, as the person to whom one passes the book may be prevented from buying it. There is, however, a good deal said on the other side. There are thousands of people who are out of the book reading habit. The book-trade is joining hands to reach those areas. Is it not possible that the passing from hand to hand of live books bearing the record of those who have read them, will stimulate the whole cause of reading and cause people in all kinds of places to turn again their attention to current publications?

Mr. Baker writes: "There is no patent or copyright upon the idea or the name, and I should be not only glad but proud if others should be interested in the idea that is back of this and carry it out in their own way. I put no more than one or two books a month into the 'Shelfless,' only books of fact or fiction which I feel I want others to read and that are not apt to come otherwise to their attention. In some cases I fear they have not gone far, the spirit of the library not having been contagious, but in many cases I know the books have gone from hand to hand until they have fallen to pieces, which is the

aim of the 'Shelfless Library.' In fact, I have received word from readers in far distant places, telling me how they enjoyed the book which I started on its travels and relating thru how many hands it had passed before it reached them."

New Baptist House in Canada

A new branch house has been opened by the American Baptist Publication Society, in Toronto, at 223 Church Street. It will conduct the retail book business of the Standard Publishing Company, which will continue to maintain its printing plant and to publish the denominational weekly entitled *The Canadian Baptist*. Their business will be conducted in the same manner as the chain of Baptist stores which now stretches from Boston to Los Angeles, serving the constituents in Canada with all religious publications and church and Sunday School supplies. The management of this bookshop will be in the hands of Mark W. Adair.

Improving Magazine Transit

An effort is being made to arrange for thru cars for magazines going to Western cities, in order to obviate the delays that have come about by having large shipments scattered to many cars and many routes. The National Publishers' Association in its investigation found that shipments from New York to Chicago in April and May showed a lapse time of between six and twenty-two days; to St. Paul, a lapse time of between eight and thirty-six days. This was during the outlaw railroad strike. It is believed that by having publishers act in concert separate cars could be dispatched to go direct to principal points, bringing all the issues of one magazine to that distribution point at one time. The Post Office Department has shown an interest in co-operating with the publishers in a study of this condition.

Change in "The Bookman"

Henry Litchfield West is to become editor of *The Bookman*, and Robert Cortes Holliday, former editor, leaves to take up independent writing. Mr. West was for more than fifteen years connected with the *Washington Post* as editorial writer and staff correspondent, and for seven years served as one of the Commissioners of the District of Columbia. He has been a frequent contributor to magazines on many topics, and in 1900 was honored by being elected President of the famous Gridiron Club. Doran is just publishing his book on "Federal Power: Its Growth and Necessity." The book-trade will regret the retirement of Mr. Holliday as the active head of *The Bookman*, and hope that his contributions may continue.

EXPERIMENTING IN RETAIL PUBLICITY

By F. J. Steinlein, Greenwood Bookshop, Wilmington, Delaware

Publicity for the retail bookshop—no subject could have greater interest for us; but it is hard to get wildly enthusiastic about the suggestion made in a recent issue of the PUBLISHERS' WEEKLY by Frank H. Williams. That stunt might work in some places, but there are mighty few towns where the opinion of a politician would carry much weight with book-buyers such as any fairly ambitious bookshop wants to number among its customers. For the sake of argument, however, let's assume that the plan can be worked. Will it pay? In even a town of 100,000, advertising rates will average 75 cents per inch. Four inches single column is about the minimum space that can be used to advantage. If you use three insertions, that's \$9. On a \$2 book the gross profit is about 70 cents, and the net—well, that depends, suppose it were 35 cents per copy, that would mean that the ad. must pull 25 sales to cover advertising.

Remember that I am speaking for the average bookshop, the little fellow who makes up the vast majority of the 2000 booksellers of the country. From the standpoint of good business, the plan is open to serious objection—it suggests poor judgment and bad taste, and even if one were willing to overlook this factor, it is very doubtful whether it will yield any real profit.

Mr. Williams supposes a lot, and I am quite fond of supposing myself, but if the time ever comes when I can truthfully write an ad. saying that "yesterday afternoon ten successive customers asked for the 'Mysterious Hand,' old H. C. L. will have lost all terrors for me.

Now let's stop kidding each other about the kind of advertising that ought to be done. Let's see whether we can't get some real experience of real results obtained by average bookshops, the "small town" bookshop, if you will, for they, after all, are the ones who need the most help.

Just to show that we are in earnest, we will give a few of our experiences at the Greenwood Bookshop. We sent a copy of a book with the following letter to fifty picked names, business men, bankers, lawyers, etc:

THE GREENWOOD BOOK SHOP

NINE SIXTEEN SHIPLEY STREET
WILMINGTON, DELAWARE

March 16, 1920.

Mr. Russell H. Dunham,
Hercules Company,
Wilmington, Del.

My dear Mr. Dunham:

Here is a book, "*The Economic Consequences of the Peace*," which is arousing serious discussion among men in high places in finance and economics.

Reviewers are giving the book more space

than any book has received since the publication of "*Henry Adams*."

Frank A. Vanderlip says, "it is a book that will compel the attention of the world."

Under the circumstances we feel that you would like an opportunity to examine it at your leisure.

Please understand that this is not an attempt to sell a book, but rather an attempt to demonstrate the Greenwood Book Shop's conception of service.

Unless this book appeals to you as being of more interest and value than its price, we will as cheerfully take back the book as we would take your check. Call phone 689.

Very truly yours,

THE GREENWOOD BOOK SHOP,

F. J. Steinlein.

We sold 38 copies and had only one serious kick. That gave us a hint from which we evolved Exhibit B. This man said, "Don't send me any more books. When you get anything that you think will interest me, send me a list, and I'll let you know if I want anything." So we worked out the post card form.

Sir Oliver Lodge came along. We ordered in a supply of psychic books, displayed them, tried a 3-inch double column ad. and never got a nibble, not even an inquiry—never had anything fall so flat.

John Marshall came. We sold several sets by sending them on approval, but had too much trouble getting them back and had to work on a very limited number. We could not afford to send out 50 sets as we did with "*The Economic Consequences of the Peace*." We'd call up Mr. Blackstone after he'd had the books about three days. "Haven't had time to look at them yet," he'd say and say the same thing several times until in one case the books were out a month. Then we sent out 175 letters with a little folder and a return post card on which the addressee could either order the set sent, or could have the privilege of examination—another flat failure, not an answer. This was probably due to the letter, which was rather labored—not a good selling letter.

Next to sending out a little booklet of the month's books (and let me tell you that is the bookseller's one best bet, I could write a whole page about how to use it), the best advertising we have found so far is a bookmark, a slip of paper 2x7, with some bookish quotations. One of these was called, "On the Return of a Book Loaned to a Friend," stolen from "Chris" Morley's "*Haunted Book Shop*." This made a big hit. The local library put a lot of them on its bulletin table, and two teachers in the High School read it to their classes in English.

There! That will be about enough for this time from a bookseller with less than six months' actual experience. But Mr. Williams started something when he wrote his

article, and it is sincerely to be hoped that others will be tempted to speak right out in meeting and, from such an interchange of selling ideas, much good may come.

Using Other Men's Brains

Remember the jokes and cartoons that used to be so popular in which "Book-Taught Bilkins" always got it in the neck?

They are not so popular now. You see, the real Book-Taught Bilkins began to land so many good jobs that those who laughed at him began to realize that there is a lot to be learned from the RIGHT KIND OF BUSINESS BOOKS.

Many of the most progressive and most prosperous firms now go so far as to provide libraries of appropriate books for their employees.

They find that it increases efficiency and production; promotes loyalty and esprit de corps; raises the ability to give intelligent service to customers and, in general, promotes a better understanding and a better business spirit.

We are at your service when you give the word.

THE GREENWOOD BOOK SHOP

Phone 689

Better Book Service

916 Shipley St.

A TYPICAL EXAMPLE OF THE GREENWOOD BOOKSHOP'S DISPLAY ADVERTISING

Good Book-making

Alfred A. Knopf has devised a characteristic and attractive format for his new volume of poems by Witter Bynner called "The Canticle of Pan." The unvarnished canvas back has been used on several of the Knopf books lately with very pleasing effect. His Borzoi mark has been pressed without ink into the side in a way that is both effective and restrained. The book has a green top to match the sides and a type page that is pleasant to read.

The interesting *Yale Series of Younger Poets* has been increased by two new volumes, "Four Gardens" by David Osborne Hamilton, and "Spires and Poplars" by Arthur Raymond Bellinger. The binding method of folding the blue paper around the rough board is not permanent, but the effect is attractive to the eye and extremely suitable to the contents.

Brentano's has adopted a very attractive format for Harry Kemp's "Chanteys and Ballads," with the publisher's mark in red on an especially effective title page.

Taylor & Taylor, of San Francisco, are responsible for a volume called "Chants of the Soul" by Edward Robeson Taylor. The book-making is typical of what has often been used by Paul Elder and others in San Francisco. The paper is just off the white

in tint with a touch of red on the title page. The type page is as attractive as any volume of poetry that has been issued this year. The combination of board back and paper sides of an all-over design has been most attractively worked out.

The careful color work of the Volland Company is well used in a volume of "Fairy Tales From France" retold by William Trowbridge Larned. The pictures are by John Rae, whose work in the field of children's books is well known. The colored pictures have a richness of finish that must be a satisfaction to the artist, and the legend accompanying each picture has been most daintily placed in a colored panel opposite the picture. The lining papers are in a little different vein from the other illustrations and not as fully successful. Mr. Rae should do more children's books, as he is one of the best American illustrators in this field.

RUMOR has it that A. Edward Newton, honorary member of the American Booksellers' Association, has been working on a new article on bookselling, which the *Atlantic* will have during the fall. There is no one writing today who has so keen a following in this direction, and many will be looking forward to this article with interest.

Preparation for Children's Book Week Under Way

Full plans for Children's Book Week, which is to be observed thruout the country on the week of November 15th to 20th, will be announced shortly. The work has been organized under the chairmanship of Frederic G. Melcher, and chairmen of sub-committees have been appointed, these committees to be extended to cover fully the needs of the work as it develops. The interest on all sides has been very prompt in its expression as a result of last year's success, and it has been felt that the important thing to do was thoroly to organize a headquarters for the work, so that all the details might go on smoothly and material go out promptly as asked for.

Now that the National Association of Book Publishers has headquarters at 334 Fifth Avenue, this becomes a most appropriate and central place for the work; so beginning with Monday, August 9th, the committee meetings and organizing work will go forward at that office at the corner of Thirty-third Street.

Last year the details were wholly carried out by voluntary assistance. This year the committee feel very fortunate in having obtained the aid of Miss Marion Humble, who will give half her time for the next three months as executive secretary of the movement. Miss Humble is well known to all the library world thru her unusually able work in the Publicity Department of the Library War Service at the New York headquarters. It is thru arrangement with these headquarters that she is able to give half time to this cause while continuing the other.

Her work of the last three years has enabled her to see the practical possibilities of this movement which has already done so much to bring parents face to face with their responsibility for their children's reading. The American Booksellers' Association has voted an appropriation to cover the expense of Miss Humble's assistance.

The funds for general publicity are being raised, as last year, thru contributions of the publishers.

As before, the effort is to get complete co-operation between all the forces in different communities that are interested in child reading, libraries, schools, women's clubs, Boy Scouts, and booksellers. There will be a large supply of the beautiful Jessie Willcox Smith poster ready for distribution in September and other cards and material for store use. Many cities organized special observances last year that were extremely successful and worth while, and it is hoped that local committees will be set up as formerly. There will be issued a syllabus for the retail bookstores, telling them how to play their part in this movement.

Franklin K. Mathiews, Librarian of the Boy Scouts of America, is Vice-Chairman of the Committee, and will make a tour thru the

West to the Pacific in its interest. Harry E. Maule, of Doubleday, Page & Company, is to be Chairman of the Committee on Special Publicity. Suggestions in this direction will be welcome. Articles that would be suitable for newspaper or literary supplements will be in demand. Mr. Van Rensalaer, of Henry Holt & Company, is in charge of lectures, and publishers whose authors can give time to this purpose during that week should register with Mr. Van Rensalaer the amount of time and likely places in which they could appear.

Charles C. Shoemaker, of the Penn Publishing Company, is revising the syllabus, and would be glad of practical suggestions to be incorporated. Mr. Juergens, of Grosset & Dunlap, is planning the store aids, special cards and window stickers and other material that may be of practical use. All this material will be equally available for libraries. Mr. Rogers, of Charles Scribner's Sons, is seeing to the production of the poster, of which there will be seventy-five hundred printed this year. There will also be a Jessie Willcox Smith sticker to be used on letterheads and special advertising. F. A. Clinch, of D. Appleton & Company, will be in charge of finance.

Suggestions of all kinds will be welcome from those who took part last year or those who see possibilities in the observance this year. Such suggestions should be sent to Miss Marion Humble, Room 212, 334 Fifth Avenue, New York.

Publishers' Headquarters Established

*The National Association of Book Publishers
Begins Operations*

The Board of Directors of the National Association of Book Publishers has taken headquarters in the Cambridge Building, at 334 Fifth Avenue, at the corner of Thirty-third Street, an extremely central location for all the book-trade of New York or for the members and visitors from out of the city.

In organizing for the work of the Association, the Directors have asked Frederic G. Melcher, of the PUBLISHERS' WEEKLY office to serve as Executive Secretary. Mr. Melcher has agreed to take over this important work and the major part of his time now will be given to the Fifth Avenue office and to the building up of the business of this new Association, he will, however, keep his connection with the R. R. Bowker Co. and be the directing editor of PUBLISHERS' WEEKLY. The headquarters will be in partial use after August 9th, when the Children's Book Week committee will have headquarters there, but will not be fully equipped until August 25th.

Pres. J. W. Hiltman at the first meeting of the Board of Directors, held at the Union League Club on July 23rd, appointed the Executive Committee, which, under the Constitution, is directly in charge of the activities of the head office. This Executive Committee will consist of the President ex-officio;

John Macrae, of E. P. Dutton & Company; Frederick A. Stokes; Frank N. Doubleday; Alexander Grosset; and Henry Hoyns, of Harper & Brothers.

The Membership Committee, also appointed, consists of George L. Wheelock, of the Century Company; Edward Mills, of Longmans, Green & Company; and Charles E. Graham, of Charles E. Graham & Company. The Finance Committee consists of Alfred McIntyre, of Little, Brown & Company; Charles C. Shoemaker, of the Penn Publishing Company; George H. Doran; H. S. Baker, of Baker & Taylor Company; William J. Barse, of Barse & Hopkins. The Committee on Amendments to Constitution and By-Laws: Samuel Everitt, of Doubleday, Page & Company; S. E. Briggs, of Fleming H. Revell Company; Horace Liveright, of Boni & Liveright. As soon as the head-quarters office is in operation, and the plans of the Executive Committee are laid out, the active canvass for membership will be undertaken, there being at the start forty-eight members.

The central location of the headquarters will make it an admirable place for all trade gatherings. It will be urged that out-of-town buyers use it for their head-quarters and publishers from out of town will have office facilities there that should be of great convenience. The secretary will issue a trade bulletin once a month on matters intimately connected with publishing affairs and special information of trade value will be relayed promptly to each member.

The Association will have strong interest in helping the retailer in his plans and detail work, and there will be gathered information and statistics, photographs, etc., that will be of great importance to any bookseller, and new entrants in the bookselling field will find this material of great value. Fuller statements of the Association's plans will be issued toward the end of the month after the office is fully under way.

Author Resigns from League

New York newspapers of July 19th printed the letter which had been written to Eric Schuler, Secretary of the Authors' League, by Emile Voute, an editorial writer on the *Evening Post*. Mr. Voute resigned from the League, stating that he does not wish to be associated with radicals such as Upton Sinclair. Mr. Voute claims that when he wished to use the League's mailing list for sending out material of political and patriotic nature this list was refused. Gelett Burgess, of the executive committee, replied for the League that "It is a standing rule of the League that a list of its members is not to be given out except for special purposes and matters pertaining to authorship."

"The charge that members of the League are unpatriotic is absurd and not worth answering."

A Bookseller in Print

Mary Dashiell, who founded the Serendipity Shop in Richmond a couple of years ago, has just published a volume of Southern poems with her own illustrations. It is called "Spanish Moss and English Myrtle" and is issued from the Stratford Company, Boston. Part of the poems are of old New Orleans, which the writer knows so well and others have the background of her present home state. The publishers have made a very attractive little volume of Miss Dashiell's work. One of the poems, "Lagniappe," brings up the pretty idea that was common in the old New Orleans stores of giving the customer a little gift after the transaction, an idea that has cropped up in other business places, but usually not in as graceful a way in the Vieux Carré. Perhaps some bookseller can find a way to further popularize his children's department by providing 'lagniappe' for the boy and girl visitors.

The Atlantic City Convention

Plans for the Booksellers' Convention next year are going forward, and already the Chairman of the Committee in charge of entertainment, Mr. Whitney Darrow, of Charles Scribner's Sons, has made arrangements for the hotel accommodations. Mr. Darrow spent two days at Atlantic City last month going over the facilities of all the different hotels, and finally closed arrangements with the Hotel Traymore for the Convention's needs for next May. The hotel, as the Atlantic City frequenters know, is admirably located in the very center of activities. The hotel is to supply a convention hall on the eleventh floor, where things will be quiet and convenient. There are special committee rooms arranged one flight down, and nearby is the famous lounging room on the ninth floor, with the tremendous sweeping view of the ocean.

In selecting Atlantic City for the Convention meeting, the Association had in mind the great advantage of having practically everybody under one roof, so that all times and between times there will be chance for friendly acquaintanceship and informal talk and conference that is not always possible in a large city where people must be scattered. It seems quite probable that the entire gathering may be able to arrange for quarters inside this one hotel, where there are admirable dining rooms, besides the banquet room for the special occasion.

It is the present plan of the Committee that the first evening be given over to a dance, under the auspices of the Women's National Book Association, that on the second evening there will be arrangements made for an entertainment with the personal contribution of the traveling fraternity, and on the third and last evening there will be the great banquet. The hotel has certainly planned to do everything in its power to make this an epoch-making Convention.

An Uncorrected Galley

IF BOOK PUBLISHERS FOLLOWED THE EXAMPLE
SET BY THE MOVIES

The Four Coarse Men of the Apocalypse, by
V. Blasco Ibáñez.

(Adapted from the famous story in
Revelation II, 64-65.)

With
JULIO DESNOYERS.

The binding by.....Rat Gillespie
The frontispiece engraved by Izzy Goldberg.
The printing—

Chapters I-II by....Hard Boiled Kingsley
Chapters III-IV by.....Tiny Garolan
Linotype machine.....Horganruler, Ltd.
Book assembled by Rubber Face Gallagher.
Shipping clerk..Hal Conway, the Hansom Kid
SalesmanSteve Clow

Of the Theatre:

Señor Desnoyers' costumes in Chapter I, by
Levy; Chapters II-IV, by Gypson; shroud
specially designed by von Gallwitz. Shoes
and pumps by Hoofers, Inc.

Uniforms by Crooks Brothers.

Ammunition and guns, thru courtesy of
Krupp and du Pont.

Ship in Chapter I, by courtesy of Hamburg-
American Line.

Marguerite's perfumes supplied by Scentine.

Horses used by the Centaur in Chapter II, fur-
nished exclusively for the use of this book
by the Norton Riding Academy, 234 Central
Park West.

Music played by bands during mobilization
scenes and tango dances published by Bang-
em Hard. Copies on sale.

DAYTON STODDART in *Life*.

PLANNING WELL AHEAD

In the present discussion on the pressure
on both printers and binders and the possible
shortage of book production, it is interesting
to see such farsightedness as is displayed by
The Nourse Company, who are supplying the
trade with boxed material called "Book-
Making for Children." If the next genera-
tion is able to make its own books, it may
relieve some pressure on the New York bind-
eries; and possibly in their enthusiasm the
individuals may decide to indulge themselves
in more than two books a year, which seems
to be about the present consumption in this
country.

TALES OF MYSTERY

It was bedtime, and the children were call-
ing eagerly for the usual evening story. Two
books lay on the table, one stories from the
Bible, the other Barnum's tales of the wild
animals captured for his Great Show. "Which
shall it be, little ones—Bible stories or Bar-
num's stories?" Quickly came the reply, "Oh,
Bible stories; they are so exciting. You never
know what God will do next."

"Jurgen and the Censor"

A new field in book publishing has been
opened up by the announcement of a limited
edition of a volume entitled "Jurgen and the
Censor" to be issued by G. A. Muenzer, 54
Lafayette Street, New York. This book is to
be an official report from the Emergency Com-
mittee who protested against the action of the
New York Society for the Suppression of Vice
for bringing its charges against Robert M.
McBride & Co., the publisher of James Branch
Cabell's "Jurgen." This committee consisted
of Edward Hale Bierstadt, Sidney Howard,
and Barrett H. Clark. The volume is to con-
tain a history of the case, extracts from the
laws affecting the publication of alleged ob-
scene books, and a large number of letters of
interest from American and English authors,
among whom are George Moore, Arnold Ben-
nett, Joseph Hergesheimer, Hugh Walpole,
Theodore Dreiser, and others. The book will
have a preface by Mr. Cabell. This volume
is to be limited to 440 copies at \$5.10 for the
regular edition and \$10.10 for special signed
edition.

Present Exchange Rates.

Foreign exchange after showing increasing
strength for several months had a rapid de-
cline in July as is shown by the figures pub-
lished by the Guaranty Trust Co.

	Unit Value	Rate in cents June 25	Rate in cents July 26	Depre- ciation
Canada	1.00	.8800	.88	12.00
Germany ....	.2382	.0270	.0245	89.71
Italy .....	.1930	.0616	.0555	71.24
Belgium .....	.1930	.0870	.0824	57.31
France .....	.1930	.0829	.0775	59.84
England	4.8665	3.9675	3.7950	22.02
Switzerland .	.1930	.1825	.1718	10.98
Holland .....	.4020	.3562	.3450	14.18
Spain .....	.1930	.1670	.1567	18.81

New Extension of International Copyright

Word has been received at Washington an-
nouncing that the government of Peru has
ratified the South American copyright signed
in Buenos Ayres in 1910, which puts Peru in
line with other countries in connection with
international copyright.

At the same time, a legation from Poland
has notified the Swiss federal convention that
Poland makes its adhesion to the International
Convention of Berne for the protection of all
literary and artistic works. This adhesion
went into effect January 28, 1920.

A Timid Bookbuyer

When I go shopping
And ask the girl the price of something,
And she is not sure, and asks another girl,
Why am I so nervous and distraught?
Why do I fear the worst?

CHRISTOPHER MORLEY
in the N. Y. *Evening Post*.

AMONG THE PUBLISHERS

JOHN MASEFIELD'S newest volume "Enslaved and Other Poems" has recently been published by Macmillan.

THORNTON BURGESS came round to visit the "Caravan Bookshop" as it opened for business at Chatham. He was soon seized upon by the youngsters for autographs. Miss Frank reports that the Burgess books have been in demand at every stop.

DOUBLEDAY, PAGE AND Co. have published for college classes in political science and international law, "The New World Order" by F. C. Hicks, law librarian and lecturer at Columbia University.

THE FLEMING H. REVELL Co. has just published "'Pussyfoot' Johnson, Crusader-Reformer, A Man Among Men" by F. A. McKenzie, author of "Korea's Fight for Freedom." The book has an introduction by Dr. Wilfred T. Grenfell.

THREE EXCELLENT juveniles have come from Century this week—"Us and the Bottlemann," an original and whimsical story by Edith Ballinger Price; Augusta Huiell Seaman's latest mystery story for girls, "The Crimson Patch"; and "The Mystery of the Sea-Lark" by Ralph Henry Barbour and H. P. Holt.

THE INTERCHURCH WORLD MOVEMENT report on the Steel Strike of 1919, which has received so much attention already from the daily press will soon be published by Harcourt, Brace and Howe. Every possible means is being used to hasten its appearance.

"RISING Above the Ruins in France" by Corinna Haven Smith and Caroline R. Hill is an account of the progress made since the armistice in the devastated regions in re-establishing industrial activities and the normal life of the people. General Pershing said, when he read the book, "I wish that a copy of this book could get into the hands of the families of everyone of my private soldiers." It is published by Putnam's.

E. Hesketh Hubbard, founder of the Print Society of England, is the editor of an interesting book "On the Making and Collecting of Etchings," which has been written by members of the Print Society and is intended for the amateur or collector. The book has chapters on such subjects as "What Is Etching?"; "Short History of Etching"; "How Etchings Are Made"; "On the Printing of Etchings"; "Books About Etchings," etc. The book is limited to one thousand copies at 12s. 6d. each. The announcement comes from the Print Society, Bridge House, Ringwood, Hampshire.

SARAH BERNHARDT has written a novel which will appear in a Paris Sunday newspaper. It will be called "The Little Idol" and is said to contain many true stories of real persons.

SLOANE'S "Standard Electrical Dictionary" has been entirely revised and reset for its new 1920 edition by its publishers, Norman W. Henley & Co.

TWO VOLUMES in the series *Plays For A People's Theatre* which is published by Thomas Seltzer have been issued recently—"The Fight for Freedom" by Douglas Goldring and "Touch and Go" a drama of capital and labor by D. H. Lawrence.

ALDOUS HUXLEY is, at the age of twenty-six, enjoying first edition value with London booksellers. He is the son of Leonard Huxley, eldest son and biographer of Thomas Huxley, and he is a nephew of the late Mrs. Humphry Ward. His "Leda and Other Poems" will be published by Doran in the autumn.

THE MOST RECENT of agricultural books to be prepared by Liberty H. Bailey, who has endeavored to link up the teaching in the elementary schools with the life of the farm community, is called "School-Book of Farming." (Macmillan.)

LOUIS UNTERMAYER has compiled a companion book to "Modern American Poetry" to be entitled "Modern British Poetry." Harcourt, Brace and Howe have just published this. It covers the period from 1870 to 1920. About eighty poets are represented and the collection is, like the earlier book, marked by its variety.

E. PHILLIPS OPPENHEIM'S autumn novel, "The Devil's Paw," will be published by Little, Brown & Co. in September. "The Great Impersonation," Mr. Oppenheim's greatest popular success, has been one of the best selling novels in the United States and Canada since its publication in January.

A NOTICE from The Century Co. that a seventh edition has been ordered of "Italian Villas and Their Gardens" recalls the fact that Edith Wharton has done distinguished work in literary lines other than fiction. This is one of those volumes of a sort of Golden Age of book-making. Over half of the forty-one illustrations are by Maxfield Parrish—which would represent a small fortune nowadays for the drawings—and fifteen are reproduced in full color. The text is printed in two colors on special plate paper. If the drawings and plates were made to-day, such is the high cost of book-making, the price of the volume would probably be somewhere around fifty dollars.

CHANGES IN PRICE

NICHOLAS L. BROWN

Owing to steadily mounting costs in the manufacture of books, it has been necessary to revise all prices. For reference see Trade List Annual of 1920. Autumn list of 1920 mailed on request.

CHARLES SCRIBNER'S SONS

Sanchez, Life of Mrs. Stevenson, \$2.50.
 Stevenson, Treasure Island, Varian edition, \$1.75.
 Collins, My Italian Year, \$3.00.
 Camp, Athletes All, \$1.75.
 Frost, Basket-Ball, \$1.75.
 Murphy, Athletic Training, \$1.75.
 Miller, Camp Craft, \$1.75.
 Clarke and Dawson, Baseball, \$1.75.
 Gray, January Girl, \$1.65.
 Gray, Rosemary Greenaway, \$1.65.
 Gray, Elsie Marley, Honey, \$1.65.
 Gray, Rusty Miller, \$1.65.
 Gray, Kathleen's Probation, \$1.65.

Obituary Notes

WILLIAM MARION REEDY, widely known editor and publisher of *Reedy's Mirror*, a St. Louis weekly, died in San Francisco on July 28th. Since taking charge of *Reedy's Mirror* in 1896, he had acquired a unique reputation as a journalist and was credited with discovering and developing many young writers, among them Edgar Lee Masters. He was widely known in New York literary circles and was known, too, as the head of the "Mirror School of Literature" of which Zoë Akins, the playwright, is a member. Besides his literary interests, Mr. Reedy was active in civic affairs and was a well-known member of the Democratic party.

American Illustrators Organize

Over one hundred and twenty-five artists of reputation have joined together in adopting a constitution and by-laws for The Guild of Free Lance Artists. The purpose is to "protect the rights and artistic property of its members and to disseminate information as to the rights and interests of each member; to secure and protect the independence of and to prevent the exploitation of the free lance artists and the unauthorized use of their names in artistic representations." The Association will be affiliated with the Authors' League and the Dramatists' Guild of America, with headquarters at 41 Union Square West.

At these quarters there will be provision for the exhibiting of work, so that those who desire to get in touch with the right artist for their publication or advertisement can find an easy approach. The Guild has been largely called into being by the recent turn that has been made toward the selling of art and illustrations thru established shops, where the artist became a bench worker whose product was sold in a mechanical way to the user. The members of the Guild believe that while this method of art production is suitable for commercial work, in the larger fields the best standards can only be maintained by the independence of the artist. For that reason, there has been wide enthusiasm in the forming of this Association.

COMMUNICATIONS

The First American Newspaper

THE HARRISON COMPANY

Atlanta, Ga.

July 21, 1920.

Editor, PUBLISHERS' WEEKLY:

I notice in your issue of July 17th, 1920, under the department of "Rare Books," you refer to the first American newspaper.

You will find an account of the copy referred to in your article, in "Hudson's Journalism in America," published by the Harpers in 1872. Hudson says:

"Publick Occurrences, both Foreign and Domestic, Thursday, September 25, 1690. Boston. Printed by R. Pierce for Benjamin Harris at the London Coffee House 1690.

"Only one issue ever appeared and a copy is preserved in the Colonial State Paper Office in London.

"This specimen number attracted especial official notice. Editor Harris had touched upon local and military matters. It was frowned upon by the authorities and killed outright within twenty-four hours."

J. T. DOONAN.

Villa Asks for School Books

Francisco Villa has written to provisional president de la Huerta, outlining a plan to establish schools for his men and requesting books, pencils, chalk and other supplies. He declares he will spend for educational purposes any money sent him.

Periodical Notes

The *Book Monthly* which has been edited in London for the past sixteen years by James Milne has now been discontinued.

The *Bookman* announces that Henry Litchfield West has taken the position of editor in succession to Eugene Saxton and Robert Cortes Holliday.

Business Notes

CHICAGO, ILL.—The Charles T. Powner Co. has taken over the publishing business of John Regan and will conduct it under the name of the Regan Publishing Corporation. Its list consists of about sixty titles.

NEW YORK CITY.—Edwin Appleton, publisher of Military works, is reported in bankruptcy.

NEW YORK CITY.—Fairfield Publishers, Inc., 110 W. 40th St., is a new corporation, capital stock \$75,000, which plans to sell special editions of books by mail. W. G. Clifford is president and Emil H. Schwed, secretary and treasurer.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.] Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25cm.); D. (12mo: 20cm.); S. (16mo: 17½cm.); T. (24mo: 15cm.); Tt. (32mo: 12½cm.); Ff. 48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Agnes, Jeanette [pseud.]

The seventh seal. 177 p. D c. Phil., Winston \$1.25 n.

Attempts to explain the spiritual significance of certain parts of the Levitical law.

American Academy of Political and Social Science

Prices; ed. by Clyde L. King. 4+289 p. 2 fold. maps tabs. diagrs. O c. (Annals, v. 89, no. 178) Phil., Am. Academy of Political and Social Science pap. \$1.25

Bailey, Carolyn Sherwin

Wonder stories; the best myths for boys and girls; with 6 pictures in col. by Clara M. Burd. 344 p. col. pls. O c. Springfield, Mass., M. Bradley Co. \$2.50

Bay, Jens Christian

Echoes of Robert Louis Stevenson. 93 p. por. facsms. O c. Chic., W. M. Hill bds. \$2 (limited ed.)

Interpretative sketches of Stevenson including selections from hitherto unpublished letters.

Black, Newton Henry, and Conant, James Bryant

Practical chemistry; fundamental facts and applications to modern life. 10+474 p. il. D c. N. Y., Macmillan \$2 n.

Blackburn, Lucy

Helps on the popular game, auction bridge. 77 p. T [c. '20] [Cin., Stewart & Kidd] pap. \$1 n.

Blinn, Leroy J.

Tin, sheet-iron and copper-plate worker; a practical workshop companion; containing rules for describing various kinds of patterns used by tin, sheet-iron and copper-plate

workers; practical geometry; mensuration of surfaces and solids [etc.] New enl. ed. to which has been added many new pattern problems; il. by 207 engravings. 18+334 p. D c. N. Y., H. C. Baird & Co. \$3 n.

Brown, Alice

The wind between the worlds. 258 p. D c. N. Y., Macmillan \$2 n.

Novel presenting the question of life after death and of communication with the dead.

Brown, Arlo Ayres

Teacher's guide to The organization and administration of the Sunday school (Cunningim-North). 92 p. D (Training courses for leadership) [c. '20] N. Y. and Cin., Meth. Bk. Concern pap. 50 c. n.

Brunhes, Jean

Human geography, an attempt at a positive classification, principles and examples; tr. by T. C. Le Compte; ed. by Isaiah Bowman and Richard Elwood Dodge; il. with 77 maps and diagrs. and 146 half-tones. 16+648 p. maps O [c. '20] Chic., Rand, McNally \$5

Budish, J. M., and Soule, George

The new unionism in the clothing industry. 8+344 p. O c. N. Y., Harcourt, B. & H. \$3 n.

Account of the progress made during the past twenty years by workers in the clothing industries from the worst sweat-shop conditions to a leading position in American organized labor.

Burlin, Natalie Curtis [Mrs. H. Paul Burlin]

Songs and tales from the dark continent. N. Y., Schirmer \$4 n.

Ainslie, Charles Nicolas

The western grass-stem sawfly [Cephus cinctus Norton]. 27 p. il. O (U. S. Dept. of Agric. bull. 841) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Barber, Ernest Robertson

The Argentine ant [Iridomyrmex humilis Mayr] as a household pest. 11 p. il. O (U. S. Dept. of Agric. farmers' bull. 1101) Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Bennett, Marguerite Hope

Prelude; a book of verse. 24 p. D '19 N. Y., Neale Pub. \$1 n.

Burner, Oolooah

Ten commandments of the twentieth century. N. Y., Womans Press pap. 25 c.

Camp, Walter Mason

The need of automatic train control; with facts concerning its development and present status. 63 p. D c. Chic., Railway Review Co. [1407 Ellsworth Bldg.] pap.

Cheyney, Edward G.

Scott Burton on the range. 303 p. front. D c. N. Y., Appleton \$1.75 n.

Boys' story of a young man in the United States Forest Service who is made patrolman of a national forest.

Coppin, Levi Jenkins, Bp.

Unwritten history. 375 p. pors. D [c. '19] Phil., African Meth. Episcopal Bk. Concern [631 Pine St.] \$2

Autobiographical sketches.

Crosley, Mrs. Pauline S.

Intimate letters from Petrograd. 7+322 p. O [c. '20] N. Y., Dutton \$3 n.

Letters written by the wife of an American diplomat presenting observations on the revolutionary Russia of 1917 and 1918.

Crow, Gerald H.

The island; a sequence [verse]. 46 p. D '19 [N. Y., Dutton] pap. \$1.25 n.

Cushman, Ralph Spaulding

The new Christian; studies in stewardship. Rev. ed. 146 p. S [c. '20] N. Y., Interchurch World Movt. of N. Am. 50 c. n.; pap. 25 c. n.

Cust, Henry

Occasional poems. '19 N. Y., Brentano's \$4.50 n.

Dashiell, Margaret

Spanish moss and English myrtle [verse]. 46 p. il. D c. Bost., Stratford Co. bds. \$1.25

Diffendorfer, Ralph Eugene

The church and the community. 12+177 p. (3 p. bibl.) il. plan diagrs. D [c. '20] N. Y., Interchurch World Movt. of N. Am. 75 c.; pap. 50 c.

Drummond, Hamilton

A maker of saints. 5+285 p. D [c. '20] N. Y., Dutton \$2.50 n.

Novel of thirteenth century Italy, in which is woven intrigue, reckless violence and a great love.

Equipment (The) of the workers. 15+334 p. O '19 N. Y., Sunwise Turn bds. \$4 n.

Farrow, Edward Samuel

Gas warfare. 11+253 p. D [c. '20] N. Y., Dutton \$3 n.

Deals with the different varieties of toxic gases, tactical employment of gas and chemical shells, the manufacture of chemical weapons, etc. Index. Author was instructor of tactics, United States Military Academy, West Point.

Fleming, William H.

Treaty-making power; Slavery and the race problem in the South. 100 p. D c. Bost., Stratford Co. bds. \$1.50

Fletcher, Joseph Smith

The Cistercians in Yorkshire; with il. by Warwick Goble. 11+332 p. pls. O '19 N. Y., Macmillan \$7 n.

Story of the founding of the Yorkshire monasteries, their prosperity and their destruction.

Frankel, Lee Kaufer, and Fleisher, Alexander

The human factor in industry; [written] with the coöperation of Laura S. Seymour. 9+366 p. O c. N. Y., Macmillan \$3 n.

Deals with the question of personnel and service work in industry, pointing out that only by coöperation between employer and employee can satisfactory results be obtained.

Gardner, Gilson

A new Robinson Crusoe; a new version of his life and adventures; with an explanatory note. 109 p. D c. N. Y., Harcourt, B. & H. \$1.25 n.

Robinson Crusoe retold from a modern economic point of view.

Garis, Howard R.

Rick and Ruddy; the story of a boy and his dog; il. by John Goss. 282 p. pls. col. front. D c. Springfield, Mass., M. Bradley Co. \$1.50

Gillette, Halbert P.

Earthwork and its cost. 3d ed. 1346 p. il. N. Y., Mc-Graw-Hill \$6

Goodier, Alban, Archbp.

Jesus Christ the Son of God. 152 p. S N. Y., Benziger \$1.25 n.

Collection of sermons and lectures.

Goodwin, Harry Manley

Elements of the precision of measurements and graphical methods. 2d ed. 116 p. il. O N. Y., McGraw-Hill \$1.60

Gordon, Alexander R.

Faith of Isaiah. 296 p. D '19 Bost., Pilgrim \$2.25 n.

Coddington, Herbert Guilford, D.D.

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Irving, Washington, and others

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The most important item in the final part of the Huth sale was Caxton's "Dictes and Sayings of the Philosophers," 1477, which brought \$8500.

First editions of Dickens's "A Christmas Carol" and "A Cricket on the Hearth," with inscriptions in the handwriting of the author to Samuel Rogers, the banker poet, were recently sold at Sotheby's for £200 and £198 respectively.

"Having bought up all our rare books," says *The Clique*, "the American trade now wants to engage our brightest young men to sell them. Or so it would seem from the fact that in this issue two offers of situations in the United States are advertised."

The Blackstone Memorial Library, of Branford, Conn., has a copy of the "Eulogy of George Washington," delivered in Guilford, Conn., February 22, 1800, by Dr. David S. Brooks but not printed until 1823 in New York. This appears to be the only copy in existence, and, if no other copy can be located, a fac-simile reproduction will be made.

Nearly a century ago William Henry Miller (1798-1848) formed a small library 317 lots of which were sold at Sotheby's, in London, in June, for \$85,340. One volume, William Painter's "Palace of Pleasure," 1567, which brought \$7000, realized considerably more than the entire cost of the collection. This particular book was bought at Heber's sale for £5 8s. 6d. The English edition of Francesco de Colonna's "Hypnerotomachia: the Strife of Love in a Dream," 1592, brought \$5050 and was bought in the Sykes sale, in 1824, for \$16

Students of heredity should follow with interest the newly organized firm of London booksellers, Birrell & Garnett, who have begun business in Taviton Street near the British Museum. Francis Birrell, the senior partner, is the son of Augustine Birrell, the English author and statesman, and David Garnett, his associate, is the grandson of Dr. Richard Garnett, Keeper of Printed Books in the British Museum for nearly fifty years. Dr. Garnett's father was also Assistant Keeper in the British Museum for many years.

The collection of rare books and manuscripts owned by Henry E. Huntington, gathered during the last fifteen years, formerly stored at Fifty-seventh Street and Fifth Avenue, in this city, has been almost entirely removed and sent to the estate of its owner at San Moreno, California, where it is being assembled and put in order. It is now estimated that it contains upwards of 60,000 volumes, or is about four times as

RARE BOOKS, AUTOGRAPHS AND PRINTS

large as the Hoe library. "The assurance has been formally given," says the *New York Evening Post*, "that this finest of all private collections will sometime become public property—that it will be 'locked up' forever in America, where bibliophiles seem to couple their pride of possession with a patriotic desire to have their treasures remain to honor their country."

The sale of the final part of the Huth library is the topic of much discussion by English bookmen and some of the information brought out is very interesting. A writer in the *Glasgow Herald* states that "of the twenty-three works each of which brought over £1000 and aggregating £49,295, nineteen produced £35,585 against an outlay in the sixties and seventies of about £6880. The highest price, £5800, was paid for a remarkably fine copy on paper of the so-called Mazarine Bible. These two volumes fetched £2690 at the Perkins sale of 1873, and 190 guineas at the Masterman Sykes dispersal of 1824. It may be recalled that the Perkins copy of the same Bible on vellum brought £3400 in 1873 and £4000 at the Ashburnham sale in 1897 and \$50,000 at the Hoe sale in 1911. The very next Huth lot, namely, the first edition of the Bible with a date, 1462, on vellum, bought for £600 in 1863, fetched £3050. Actually the second highest sum was paid for a fifteenth century illuminated manuscript of the Apocalypse, with seventy-eight large miniatures, several of them painted in "Camaieu Gris" which brought £3550 against a cost of £174 in 1862. Fourth place is occupied by the "Story of King Leir," 1605, whence Shakespeare is supposed to have taken the outline of his tragedy. This 'parent' quarto is a great rarity, and realized £2470 as compared with a cost of £210 in 1865."

A list of Washington Manuscripts, or Papers, prior to the Revolutionary War (1592-1775), in the Library of Congress, prepared by J. C. Fitzpatrick, assistant chief of the Manuscript Division, has just been issued. The Washington Papers, purchased in 1834 and 1849, have been repaired, mounted and bound in 302 royal folio volumes and constitute the main part of the collection. In addition there are thirty-six volumes of original diaries, thirty-two of letter books, fifty-eight accounts and miscellany, and forty-four of what is known as the Varick transcript, making a total of 472 volumes in the entire collection. The list recently issued covers the first fifteen volumes, and a part of the sixteenth volume of the 302-volume set, beginning with the earliest papers, such as the indenture of royal grant of land to four daughters of Colonel Henry Washington, 1674, and ending with Washington's copy of the *Pennsylvania Packet* which gives an account of the American losses at the Battle of

Bunker Hill, June 17, 1775. The next paper is Washington's commission as commander-in-chief, at which point the Revolutionary War papers properly begin. The list catalogs every individual paper and volume in the collection up to June 19, 1775. The analytical index furnishes a subjective grouping of the "Washington Papers during the Colonial Period." Calendars of the Papers covering the Revolutionary War period have already been published by the Library of Congress, the "Correspondence with the Continental Congress" filling one volume, and the "Correspondence with the Military Officers of Every Rank and Service" filling four volumes. The correspondence with the civil authorities and personal letters were omitted and will form an additional series. Experts who have examined the work being done by the Manuscripts Division of the Library of Congress in the restoration of historical letters, documents and papers speak of it with the greatest enthusiasm. There is much need of activity for there are still large accumulations needing the same care in preserving, arranging and indexing that now makes the Washington Papers easy of exact and ready consultation for the first time. F. M. H.

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The finely organized systems for the distribution of religious books are in many ways an inspiration to the loosely planned outlets for trade books, yet the book world as a whole has not paid as much attention as it should to the possibilities that these agencies offer. Recent years have seen a great widening of the character of books sold at religious depositories and in the religious departments of larger stores. Not only is the latest volume in theology and bible study put forward, but the whole field of sociology, civic reform and public betterment falls naturally into the field of the religious bookstore.

In order to supply to the religious book-trade a medium for circularizing their customers and increasing their business, the PUBLISHERS' WEEKLY has arranged for the issuing of a semi-annual catalog of envelope size, the text of which will be edited by Mr. Harold B. Hunting, the well-known manager of The Religious Bookshop, in New York. This list will contain accurate notes on new books in the broad fields of religious interest, and will also contain supplementary lists of the best books in certain selected fields. Space will be reserved for the publishers to announce new books of this character, and the booklet will be sold in quantity at low reproduction cost to the retailer. It will be ready for distribution during October.

THE PUBLISHERS' WEEKLY.

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BOOKS ON SHIPPING
THE EXPORTER'S HANDBOOK AND GLOSSARY. 254 pp., \$2.40. By Frank M. Dudeney. Editor of *The British Export Gazette*.
INDUSTRIAL TRAFFIC MANAGEMENT. 243 pp., \$3.00. By Geo. B. Lissenden, with a Foreword by Charles E. Musgrave
Isaac Pitman & Sons, 2 W. 45th St., N. Y

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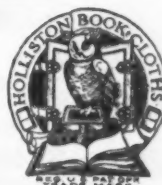
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Frederick G. Allen, 78 Genesee St., Auburn, N. Y.
The Colonials, by French, published by Doubleday,
Page & Co.

American Geographical Society, Broadway at 156th
St., New York

Greely, A. W., Charts showing the probability of
rainy days, prepared from observations for 18
years. 12 maps, fol. U. S. Signal Service, 1891.
Greely, A. W., Charts showing average monthly
cloudiness for United States. U. S. Signal Serv-
ice, 1891.

John R. Anderson, 31 West 15th St., New York
White's Cyclopedia of Biography, 13, 14.

W. H. Andre, Suite 607 Kittredge Bldg., Denver,
Colorado

Davy and the Goblin, Anon., The Ways of Yale,
Beers.
Ting-a-ling Tales, Frank Stockton.

Arcade Book Shop, 223 North 8th St., St. Louis
Cradle of the Deep, Sir Fred. Treves.
Religion of the Threshold, Donald S. McKay.
Collection of Scripture Passages, Gaston.
From the Land of Exile, Loti, Peck.
Rarabu, Loti, Peck.
Law Reports, Sir James Dye.
Wallace, Reporter.
The Cathedral, Huysman.

Archway Bookstore, Seattle, Wash.
The Great Galeoto, J. Echegaray, Lane, Pub.

Bailey's Book Store, Vanderbilt Square, Syracuse,
N. Y.

Log of the Ark, Bullen.
U. S. Cumulative Catalogue Supp., 1912-1917.

Wm. M. Bains, 1213 Market St., Philadelphia
Warner's Library, 30 vols., 1917 ed.
Kapp's History of Early German Settlers in N. Y.
Rosengarten, German Soldiers in Wars of U. S.
Carr, Early Times in Middle Tennessee, 1859.
Rush, Life of Ludwick, 1801, reprint 1831.
Sauer, Printer in Germantown.
Short Sayings Famous Men, by Johnson.

G. A. Baker & Co., Inc., 144 East 59th St., New York
Ade, In Pastures New, McClure, 1906.

Baptist Book Concern, Inc., Louisville, Ky.
Systematic Theology, Augustus Hopkins Strong,
D.D., Revised and Enlarged, Third Edition pub-
lished by A. C. Armstrong & Son.
David Brainard: His Life and Memoirs, Jonathan
Edwards.

The Baptist Book Store, Jackson, Miss.

The Psychology of the Crowd, Gustave E. Bon.
Social Psychology, E. A. Ross.
The Backwoods Preacher, Cartwright.
The Psychology of Suggestion, Boris Sidis.

H. C. Barnhart, 35 W. Market St., York, Pa.

Set Henry Adams' History of the U. S.
Varieties of Religious Experience, William James.
Memories and Studies, William James.
Talks to Teachers on Psychology, William James.
Human Immortality, William James.

Barnie's Bookery, 725 E St., San Diego, Calif.

Book-stands, Cabinets, Invalid Tables.
Carr, S. P., Mrs., Sacred Bks. of East, odd vols.
Cooper, Fennimore, Library edition.
Lives of Saints and 18th Century Convents.
Watson, Ann Robertson, Mrs., Of Sceptred Race.
Wells, H. G., Thirty Strange Stories.

N. J. Bartlett & Co., 37 Cornhill, Boston

The Surgeon's Log, Abrahams.
On Many Seas, Hamlin.
Seven Little Goslings, Houseman.
Short Story Writing, Barrett.
Second Empire, Van Dam.

C. P. Bensinger Code Book Co., 13 Whitehall St.,
New York

Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Lieber's Standard Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., Brooklyn, N. Y.

Henry A. Holmes, Notice of Peter Hasenclever, Al-
bany, 1875.
Rider Haggard, Ayesha.

The Bobbs-Merrill Company, Indianapolis, Ind.
Yellowstone Nights, Herbert Quick.

The Book House, 17 N. State St., Chicago

Balfour, In Defense of Philosophic Doubt.
Braden, Uncle Sam's Star Route.

Brentano's, Fifth Ave. and 27th St., New York

First Editions of Mark Twain, Tom Sawyer and
Huckleberry Finn.

Edgar Lee Master, Spoon River Anthology.
Happiness Essays on the Meaning of Life, trans.
Peabody, Hiety.

The Aaron Burr Conspiracy.
Love in Friendship, Stendhal.
The Setter, Naverach.

Sawdust and Spangles, Coup.
Old Glass, Connoisseurs Lib.
Expulsive Power of a New Affection, Chalmers.
Complete Photography, Bayley.

BOOKS WANTED—Continued

Brentano's—Continued

First Book of the Lens.
 Man of Genius, Lombroso.
 Persian Literature, 2 vols., Lamb.
 Heroic Ballads of Serbia, Noyes & Baern.
 King's Romance, Gerard.
 Chronicles of Jerahmeel, Gaster.
 Chinese Legends and Lyrics, Martin.
 Serbian Popular Poetry, Bowring.
 Fore, Van Loan.
 El Dorado, Orczy.
 The Three Godfathers, Kyne.
 The Phonograph Book, Cochrane.
 Happiness Essays on the Meaning of Life.
 Ten Years of Secret Diplomacy, Moul.
 Gist of Whist, Coffin.
 For the White Rose of Arno, Rhoscomyl.
 Battlement and Tower, Rhoscomyl.
 The Story of Captain Wilding, Meyer.
 Archko Volume.
 Eve's Other Children.
 Dictionary of Phrase and Fable, Brewer.
 Up and Down, Benson.
 Occultism, Blavatsky.
 Inner Life of Syria, Palestine and the Holy Land, Burton.
 Story of a Cat, Aldrich.
 Captain's Dog, Enault.
 Passers By, Chambers.
 Natural Rights, Ritchie.
 To Make a Hoosier Holiday, Ade.
 Heroes of the Plain.
 Life of Shakespeare, (new ed.) Greenwood & Lee.
 Fables, Ade.
 Artie, Ade.
 Doc Horse, Ade.
 Fables in Slang, Ade.
 Pink Marsh, Ade.
 People You Know, Ade.
 The Girl Proposition, Ade.
 Forty Modern Fables, Ade.
 Sultan of Sulu, Ade.
 True Bills, Ade.
 The Slim Princess, Ade.
 Great Work.
 Great Psychological Crime.
 Harmonics of Evolution.
 Ernest Renan by his sister.
 Recollections, 2 copies, Sims.
 Life and Letters of Hannibal Hamlin.
 The Panther's Cup, pub. Doubleday, Page Co.
 Time the Comedian, K. Jordan.
 Stoddard's Lectures, 15 vols., cloth, half mor., new.
 King Philip's War, Dexter, Grafton Press.
 History of Furniture, illus., Litchfield.
 Collector's Manual, N. Hudson Moore.
 Minor Poems, 1875, Little Classics, Osgood, Boston.
 The Descendants of John Howland.
 Life of Henry Ward Beecher Beecher & Scoville, pub. Webster.

Bridgman's Book Shop, 108 Main Northampton, Mass.
 Hazlith Essays, Camelot ed.

Brown, Thomson & Co., Hartford, Conn.

The Lost Word, Conan Doyle.
 Chippendale Romance, cloth, E. H. Gay.

W. A. Butterfield, 59 Bromfield St., Boston, Mass.

Diary From Dixie, W. Appleton.
 Hegliobalus, Mencken, Knopf.
 George Cabots, Great Adventure, Hume.

Campion & Co., 1313 Walnut St., Philadelphia

Genealogy of Bergen Family, 2d ed.
 Head Hunters of Borneo, Furniss.
 Disciple, Bourget.
 Heraldic Journal, 1865-68.
 Mapleson's Handbook of Heraldry, 1851.
 The New York Geographical and Biographical Records, 11, 13.
 General Armory of England, Burk.
 A Book of Family Crests.
 Records of the Descendants of John Alexander of Sanarkshire.
 Henmans Puritans Settlers.
 Cliff Dwellers of the Mesa Verde, Novenschall.

Central Book Company, 93 Nassau St., New York

Aristotle, Politics.
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 Ricardo, Principle of Political Economy.
 Conant, Principles of Money and Banking.
 Conway & Patterson, The Operation of the New Bank Act.
 Oberholtzer, The Biography of Robert Morris.
 Brown, The Story of a Bank.
 Law, The Power of Mental Demand.
 Floy, The Valuation of Public Utility Properties.
 Kearney, What Every Business Man Should Know.
 Cadbury, Experiments in Industrial Organization.
 Ford's Thomas Jefferson.
Geo. M. Chandler, 75 E. Van Buren St., Chicago, Ill.
 Head, A Notable Law Suit.
 Locker, London Rhymes.
 Maximillian and Carlotta.
 Sainte-Buvee, Portraits of the 17th Century, 2 vols., large 8vo.
 Le Bon, Psychology of War.
 Abbott, The Rollo Books.
 Phillips, Chas., Speeches.
 The Things That Belongs to Caesar.
 Shirley, Dartmouth College Causes.
 Seidlitz, Japanese Color Prints.
 Roosevelt's Works, Dakota ed., 24 vols.
 Norris, Moran of the Lady Letty.
 Hamblen, On Many Seas.
 Glover, Life and Letters in 4th Century.
 Froissart, 6 vols., Tudor ed.
 Montaigne, 3 vols., Tudor ed.
 Rabelais, 3 vols., Tudor ed.
 Bullen, Idyles of the Sea.
 Bullen, Men of the Merchant Service.
 Bullen, Call of the Deep.
 Beyond the Back of Silence.
 Palmer, Joel, Narrative 1847 or 1851.
 Pepy's Diary, 9 vols., Bohn.
 Shakespeare, Cambridge ed., 9 vols.
 Shakespeare, Larger Temple ed., 12 vols.
 Muir, Gospel according to Peter.
 Moulton, Library of Literary Criticism, 8 vols.
 Fiske, Outlines of Cosmic Philosophy, 2 vols., 1st ed., 1874.
 Fiske, War of Independence, 1st ed., 1880.
 Fiske, Doctrine of Evolution, 1st ed., 1891.
 Fiske, Discovery of America, 2 vols., 1st ed., 1892.
 Fiske, Essays, 2 vols., 8vo., Macmillan, 1st ed.
 Peck, Kingdom of Light, 4 copies.
 Hearn, Appreciations of Poetry.
 Hearn, Interpretations of Literature.
 Stevenson's Works, Thistle ed., 27 vols.
 Adams, J. O., Memoirs, 12 vols.
 Washington's Writings, 14 vols., Putnams.
 Arnold, Thos. W., Preaching of Islam.
 Wedmore, Etchings.
 Cole, Cost Accounting for Institutions.
 St. Nicholas, January, 1920.
 Tomlinson, Sea and Jungle.
 Hough, Story of the Outlaw.
 Franklin, Autobiography, H. M. & Co., limited ed.
 Plato, Dialogues of, 5 vols., 3rd ed.
 Burton, Arabian Nights, Benares ed., 16 vols.
 Davis, Waiting for the Verdict.
 Eggleston, The Graysons, 1st ed., 1888.
 Herndon's Lincoln, 3 vols.
 Pliny, Natural History, vol. 1, Bohn.
 Roberts, In the Olden Days.
 Chase, Owen, Loss of the Essex.
 Foote, Life of John Hunter.
 Bolderwood, Robbery Under Arms.
 Garrison, Wm. Lloyd, Memoir, vols. 3-4.
 Le Bon, Psychology of Revolution.
 Le Bon, Psychology of the Great War.
 Russell, Collections and Recollections.
 Rousseau, Confessions, 4 vols.
 Richter, Fruit, Flower and Shadow Pieces.
 Birrell, Obiter Dicta, 2nd Series.
 Democracy, Leisure Hour Ser.
 Crane, Open Boat.
 Hearn, Works, 1st eds., any.
 Tymms & Wyatt, Art of Illumination.
 Racinet, Polychromatic Ornament.
 Owen Jones, Grammar of Ornament.

Chicago Public Library, Chicago, Ill.

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BOOKS WANTED—Continued

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Hall, Jas., Cincinnati, anything by.
 King, New Orleans, place and people.
 Capron, Hist. of Calif.
 Niles Weekly Register, 1828 to 1836, v. 32-50.
 Merrick, Old Times on Upper Mississippi.
 Luce, Text book on Seamanship.
 Amer. Chemical Soc. J., vols., 1-19.
 Chemiker Zeitung, vols. 1-32.
 Dampier, Wm., Voyages, ed. Masefield, 2 vols., 1906.

John Clark Co., 1486 W. 25th St., Cleveland, O.

Ashton, History of Gambling in England.
 American Historical Review, vols., 1, 2 and 3.
 Annual Reports of Bureau Amer. Ethnology. comp. set
 Carlyle's New Letters, ed. Alex Carlyle.
 Chancellor, History of the Squares of London.
 Cornford, Robert Louis Stevenson.
 Cotton, Chas., Lyrical Poems.
 Dickens, Chas., Letters; ed. by his sister-in-law.
 Dublin Review, vols. 22 to 24, 27 to 40.
 Downs, Sarah E., Two Keys, Mrs. Georgia Sheldon.
 Dashwood, Chiploquorgan, or Life in Canada.
 Eddy, Science and Health, 12th or earlier ed.
 Forster, Life of Dickens, abridged by Geo. Gissing.
 Smart, From Post to Finish Franklin Sq. Lib. ed.
 Besant, And They Were Married, Frank Sq. Lib. ed.
 Hannay, Admiral Blake, English Worthies series.
 Lutz, In the Way.
 Meyer, Handbook of Ornament, 4to ed., 1893.
 Mann, In the Heart of Cape Ann.
 Napier's Peninsular War.
 Sloan, The Carlyle Country.
 Southworth, Mrs. The Rejected Bride.
 Tadd, New Methods of Education.
 Ward, The Real Dickens' Land.

Colonial Society, Box 343, Richmond, Va.

Fixed Stars, old novel.
 Henings Statutes At Large of Va.
 Howison's Criminal Trials, pamphlet.
 Murat, America and Americans, 2 copies.
 Neill, Edward, books on Virginia.
 Richmond in By-Gone Days.
 So. Hist. Soc. Papers, parts of VII and X.
 Virginia and Virginians, vol. 2 only.
 Va. Hist. Soc. early imprints.
 Va. Histories, Campbell, Smith, Stith, Strachey.
 Va. Session Acts, prior to 1820.

Columbia University, New York

Greendlinger, Leo, Accountance Problems with solutions, vol. 1, pub. Business Book Bureau & Key Pub. Co., 1910-11.
 J. Dewey, Study of Ethics, pub. Wahr, Ann Arbor, Mich., 1897 or 1894.

Columbia University Press Bookstore, 2960 Broadway New York

Stobart, Glory That Was Greece.
 Stobart, Grandeur That Was Rome.
 Whitney, Sanscrit Grammar.
 Robinson, H. C., Diary, large print ed.

S. Cottlow, 1688 Third Ave., New York

Elliott's Debates on U. S. Constitution.

Denholm, McKay Co., Boston Store, Worcester, Mass.

Howard Classics, cloth.

The Public Library, Detroit, Mich.

Krause, Starters and Regulators for Elec. Motors.
 Thompson, The Papacy and the Civil Power, 1876.

Geo. Dewey, 119 Summit, Toledo, O.

Turn of the Balance, Brandt Whitlock.
 Oahspe, handy size, pub. in England.

Dixie Business Book Shop, 41 Liberty St., New York

Brewing Accounts, Fox.
 History of U. S. Steel, Cotter.
 Factory Costs, Webner.
 International Exchange, Margraff
 Fiduciary Accounting, Vierling.

H. & W. B. Drew Co., Jacksonville, Fla.

Radium Therapy in Cancer, Janeway, latest ed.
 Fairbanks' History of Florida.

E. P. Dutton Co., 681 Fifth Ave., New York

Bjornson's, Arne & The Fisher Lassie, Bohn Novel-ist's Library.
 Day By Day, Corwell.
 Drums of Fore and Aft, 1898.
 Good Stories, 1908.
 Indian Tales, Caldwell, 1899.
 Just So Song Book, ed. Edw. German, 1803.
 Letters From the East, Lovell.
 Man Who Would be King, 1896.
 Maudalay, Mausefield Co., N. Y., 1898.
 Notes for Boys (and Their Fathers) on Morals, Mind and Manners, by An Old Boy, 1888-1887, McClurg.
 Poems, Chicago Star Pub. Co., 1899.
 Reader for Elementary Grades.
 Reader for Upper Grades, 1912.
 Recessional, Stokes Collection of Masterpieces, 1898.
 Stories and Poems Every Child Should Know, 1909.
 Snyder, World Machine, pub. L. Green.
 Stolzenberg Pam, and Pam Decides.
 Tilton, Tempest Tossed.
 Through the Year With R. K., 1899.
 Thorald, Letters of St. Catherine of Siema.
 Through Isle and Empire by Robert Haurieres, 1805.
 Wadsley, Possession; also Conquest.

Geo. Engelke, 855 N. Clark St., Chicago

Catlin, North Am. Indian, vol. 1 or set, London, 1842.
 Yellow Book, 13 vol.
 Parham & Shedd, Shop and Road Testing.
 Eckardhawson, Mastery Over Death.
 Cloud Upon the Sanctuary.
 McKim, A Monograph of Works.
 Astrology, any good item.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill. or Walter M. Hill, 22 E. Washington St., Chicago
 Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

Marshall, Field & Company, Chicago, Ill.

Super-Woman, Terhune.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia, Pa.

Martyrdom of Man, Reade, Lane.
 Blister Jones, Foote, Bobbs-Merrill.
 Cradle of Deep, Treves.

R. Flagge, 61 W. 8th St., New York

Linguistic Development, M. V. O'Shea, pub. Macmillan.

Forbes & Wallace, Springfield, Mass.

Encyclopedia of Superstitions, Folklore and the Occult Sciences, Daniels & Stevens, pub. 1903 J. H. Yewdale & Sons, Chicago & Milwaukee.

Gammel's Book Store, Austin, Texas

Aphrodite, unabridged Carrington ed.

Otto Giebel, 4523 N. Racine Ave., Chicago, Ill.

Taylor, The Mediaeval Mind.
 Spinoza, good type lib. ed.
 St. Francis of Assisi, good ed.
 The Soul of a Flower.
 The Twenty-fourth of June.
 Dickinson, G. Lowes, anything.

The J. K. Gill Co., Portland, Oregon.

Howell, Flora of the Northwest.
 Condon, Oregon Geology.

Gimbel Brothers, Philadelphia

In the Hollow of Her Hand, McCutcheon.
 The Molly Maguires.
 Henry James Bibliography, Leroy Phillips.
 Henry James' Works, set comp.

BOOKS WANTED—Continued

Alfred F. Goldsmith, 42 Lexington Ave., New York
 Henry James, Bibliography, Leroy Phillips.
 Henry James' Works, set comp.
 Any Books by Henry James.
 Voices of the Press.
 Any books by or about Walter Whitman.

Edwin S. Gorham, 11 W. 45th St., New York
 Roosevelt I Knew, Mike Donovan.
 The Book of Collects, pub. E. P. Dutton Co.
 Roosevelt As An Undergraduate, Wilhelm.
 Kitto's Illus. Bible History in Sunday Reading for
 Young People, Ds. C. F. Deerison, No. 1, 1st part.

Grimwoods, 20 N. Tejon St., Colorado Spgs., Colo.
 Johnnie Courtean, W. H. Drummond, pub. Putnam.
 The Voyageur, W. H. Drummond, pub. Putnam.
 The Great Fight, Drummond, pub. Putnam.

H. W. R., Box 24, Station O, New York
 Cady, H. E., Lessons In Truth.

Hall's Book Shop, 361 Boylston St., Boston, 17
 Shand, Foundations of Character.

Harrison Company, 42 E. Hunter St., Atlanta, Ga.
 Osborns Questioned Document.

Harvard Co-Operative Society, Cambridge, Mass.

Reinach, Orpheus, Putnam.
 Minot, Embryology, last ed., Blakiston.
 Perez Galdes, Gloria, trans. G. Bell, Peck, 2 vols.
 Ibanez, Blood of the Arena, McClurg, 1911.
 Spargo, Enemy of Political and Industrial Demo-
 cracy, Harper.

Mercedes, Acosta Moods, Moffat.
 Carrington, Problems of Psychical Research, Rickey
 & Co., 1914.

Eddy, Cubist and Post Impressionism, McClurg,
 1914.

Munsterberg, Principles of Art Education, Prang
 Educ. Co.

Ekblau, Farm Structures, Macmillan.
 Smith, Wealth of Nations, 2 vols., Putnam.
 Carman, Street Surface Railway Franchise of New
 York, Col. Univ.

Moliere, Verse, trans C. H. Page, vol. 1, Putnam.
 A. Square, Flatland, Roberts Bros., 1891.

Cairnes, Principles of Political Economy, Harper.

William Helburn, 418 Madison Ave., New York
 Crane & Soderholtz, Colonial Architecture in
 Charleston, S. C., and Savannah, Ga.

Chanler, Colonial Architecture of Maryland & Va.
 Corner & Solderholtz, Colonial Architecture in New
 England.

Complete Set of Architectural Review, American.
 Comp. set Brickbuilder and the Architectural Forum.
 Complete set of Architectural Record.
 Complete set of Architecture.

All Asher Benjamin's Books.

John Highlands Co., 1102 Arch St., Philadelphia, Pa.

Boswell, Life of Johnson, notes by Napier.
 Bell & Sons, London, 1884, vol. 3 only.

W. M. Hill, 22 E. Washington St., Chicago, Ill.
 Spencer's Railway Morals and Railway Policy.
 Hamilton's Works, 9 vols., Federal or other eds.
 pub. Putnams.

George Ade's In Pastures New, Oct. 1906, McClure.

Hochschild, Kohn & Co., Howard & Lexington Sts.,
 Baltimore, Md.

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